

Message Text

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PAGE 01 MONTEV 03144 161508Z
ACTION ARA-14

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ASUNCION FOR SECRETARY TODMAN

E.O. 11652: N/A
TAGS: OVIP (TODMAN, TERENCE A.), UY
SUBJ: TODMAN VISIT: LATIN AMERICAN FREE TRADE ASSOCIATION

REF: A. MONTEVIDEO A52, B. MONTEVIDEO 3058

1. YOUR MEETING AT LAFTA IS SET FOR 10:30 A.M., FRIDAY, AUGUST 19. IT WILL BE AN INFORMAL MEETING WITH ONLY VERY BRIEF INTRODUCTORY REMARKS AND HALF HOUR OPEN DIALOGUE ON ECONOMIC SUBJECTS.

2. FOR MOST RECENT REVIEW OF LAFTA, SEE MONTEVIDEO A-52 OF MAY 26, 1977 (INFO TO ALL POINTS ON TODMAN ITINERARY).

3. SUGGEST THE FOLLOWING BRIEF INTRODUCTORY COMMENT BY YOU:

AMBASSADOR GARCIA, PRESIDENT OF THE PERMANENT EXECUTIVE COMMITTEE; MEMBERS OF THE COMMITTEE; EXECUTIVE SECRETARY MESA BERNAL,

I WANT TO THANK ALL OF YOU FOR THIS OPPORTUNITY TO MEET WITH YOU AND TO EXCHANGE IDEAS. I HAVE ASKED FOR THIS OPPORTUNITY BECAUSE THE UNITED STATES BELIEVES THAT ALL OF US MUST WORK TO KEEP THE FLOW OF INTERNATIONAL COMMERCE STRONG AND
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INCREASING AS IT HAS OVER RECENT DECADES, BRINGING WITH IT THE INTERNATIONAL SPECIALIZATION OF PRODUCTION WHICH BENEFITS US ALL. THE TREATY OF MONTEVIDEO WHICH GAVE BIRTH TO THE LAFTA WAS A VITAL STEP IN THE PROCESS OF ENLARGING THE BENEFICIAL EXCHANGE AMONG THE NATIONS OF THE REGION. THE UNITED STATES HAS VIEWED THAT INITIATIVE FAVORABLY, RECOGNIZING THAT THE ECONOMIC

GROWTH WHICH IT ENCOURAGED FOSTERED BOTH GREATER
EVENTUAL CAPACITY FOR IMPORTING OUR OWN PRODUCTS AND
AN OPPORTUNITY FOR OUR INDUSTRY TO JOIN WITH YOU
OWN IN SUPPLYING THE LARGER LAFTA MARKETS. THAT VIEW
HAS PROVED TO BE A WISE ONE FROM OUR OWN STANDPOINT,
EVIDENCED IN GROWING TRADE BETWEEN US.

TODAY THE PICTURE IS MORE COMPLEX BECAUSE OF THE DIS-
TURBANCES TO THE INTERNATIONAL TRADING SYSTEM WHICH
WE HAVE ALL EXPERIENCED IN RECENT YEARS. THE BALANCE
OF PAYMENTS PRESSURES WHICH MANY NATIONS HAVE HAD TO
ABSORB HAVE HAD THEIR IMPACT ON YOUR PROGRESS; THEY
HAVE ALSO HAD THEIR IMPACT ON THE TOKYO ROUND OF
INTERNATIONAL TRADE NEGOTIATIONS IN WHICH WE SHARE MAY
COMMON OBJECTIVES.

BUT THESE DIFFICULTIES HAVE NOT PREVENTED THE LAFTA
FROM MOVING FAR TOWARD DEVELOPING A PROGRAM FOR MARKETING
BANKERS ACCEPTANCES IN U.S. CAPITAL MARKETS, EXAMINING
NEW AND ENLARGED COMPLEMENTATION AGREEMENTS, ACHIEVING
ADVANCES IN CUSTOMS AND TARIFF PROCEDURES, AND TAKING
OTHER COOPERATIVE STEPS. WE WELCOME THOSE ACHIEVEMENTS.
FOR OUR PART, I BELIEVE THAT OUR CONTINUING POLICY
OF STIMULATING A MEASURED RECOVER OF INTERNATIONAL
TRADE HAS BEEN EVIDENT.

I AM MOST PLEASED TO BE HERE TO DISCUSS
WITH YOU THE PROCESS BY WHICH WE CAN ALL COOPERATE TO
BRING THE BENEFITS OF INTERNATIONAL TRADE TO OUR CITIZENS.
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(END TEXT PROPOSED INTRODUCTORY REMARKS.)

4. TALKING POINTS -- IF OPPORTUNITY ARISES.

A. MENTION THAT YOU UNDERSTAND THAT THE URUGUAYAN
EX-AMBASSADOR TO THE LAFTA, JULIO LACARTE MURO,
WILL GO TO GENEVA TO COORDINATE THE POSITIONS OF THE
LATIN AMERICAN COUNTRIES IN THE MULTILATERAL TRADE
NEGOTIATIONS. YOU UNDERSTAND THAT AMBASSADOR LACARTE
IS AN ARTICULATE AND ABLE MAN WHO WILL SERVE THE
MEMBERSHIP WELL. THE US LOOKS FORWARD TO COOPERATING
WITH HIM IN GENEVA.

B. NOTE THAT THE US AND THE LAFTA COUNTRIES COOPERATED
ONLY LAST YEAR IN NEARLY OPENING THE MARKETING OF BANKERS
ACCEPTANCES IN THE NEW YORK CAPITAL MARKET AFTER SOME
YEARS OF PREPARATIONS. YOU UNDERSTAND THAT ONLY ADVERSE
CIRCUMSTANCES IN KEY ECONOMIES OF THE REGION, WHICH YOU
ARE CERTAIN WILL PASS, PUT A MOMENTARY HALT TO THE
IMPLEMENTING OF THIS IDEA.

C. FYI: THE US PROVIDED A COMPUTER WHICH SERVES AS
AS DATA BANK FOR THE ORGANIZATION ON TARIFF, CUSTOMS
AND OTHER TRADE DATA. END FYI.

D. NOTE THAT LAFTA CONTINUES TODAY TO SERVE AS

AN INSTRUMENT FOR COOPERATION THROUGHOUT THE REGION ON
MATTERS VARYING FROM CUSTOMS PROCEDURES TO THE LATEST
STUDY REQUESTED RECENTLY FOR A COMPLEMENTATION AGREEMENT
ON SYNTHETIC FIBERS.

5. SPANISH LANGUAGE VERSION WILL BE AVAILABLE TO
ASST. SECRETARY TODMAN ON ARRIVAL.
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